Quarterly Journal of the
Central States Numismatic Society

the centinel

Fall 1996
Volume 44, Number 3

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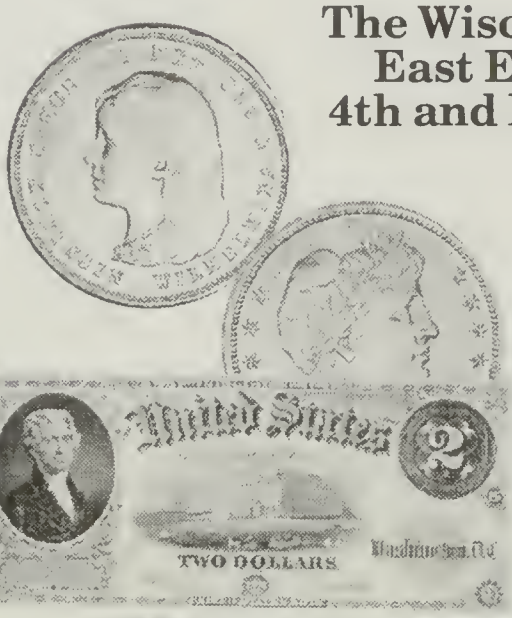

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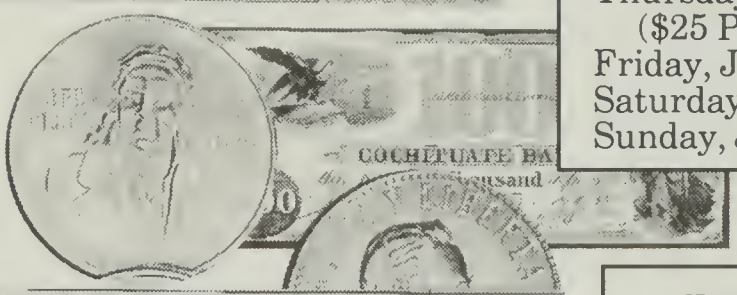

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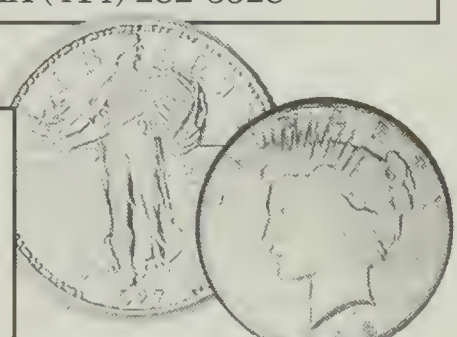

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Official Publication/Central States Numismatic Society

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Presidential Commentary

John Wilson

I am very proud to report that our CSNS quarterly publication *The Centinel*, has once again won the American Numismatic Association First Place Award for "Best Regional Publication." This makes two years in a row that our highly qualified and very dedicated Editors, Karen & Jim Jach, have won this very prestigious award for our great organization. On behalf of all the CSNS Board and members congratulations to Karen and Jim for editing the #1 regional publication in the world. They are also looking for quality numismatic stories covering all areas of the hobby for our quarterly publication. Not only do you get paid for your numismatic stories but you are also eligible to win two senior and one junior (17 and under) awards at our annual spring convention banquet. I also urge all of you to read the excellent stories in *The Centinel* and patronize our advertisers and coin shows that are listed.

The Fall season always brings a lot of coin shows to the central states region, and Nancy and I hope to attend some of them. Our hard working Secretary / Treasurer Jerry Lebo will also be attending some larger regional coin shows this coming Fall and next Spring. Your CSNS Board is proud to wear the gold jacket and represent you, the membership, not only in our region but around the United States. The first thing on our minds is how can we improve our organization and make it more beneficial to our members. If you have an idea that would benefit the members, just drop us a note. Let us know what we are doing right, as well as wrong. If you have a complaint (or a compliment) let us know. We want to represent you, the members, to the best of our abilities. If you don't let us know how we are doing, all we can assume is we are doing the right thing(s). On behalf of the entire Board I want to thank all the dealers who participated in our recent survey. Those results are reported in the Secretary / Treasurer column.

The coin and auction market appears to be doing fairly good now and that is good news for our dealer and collector members. From the many coin shows that Nancy and I attend, all numismatic items seem to be moving in a positive upward direction. I feel we are in the greatest hobby in the world and if you buy the book before the coin (according to Aaron Feldman) you will be OK. I encourage you to also learn how to grade coins and paper money before spending any of your hard earned cash. Also think of joining a local coin club. If you don't know if a local club is in your area, just drop me a note (plus SASE), and I will find out for you. Two famous Milwaukee numismatists, Gale Highsmith and A. P. (Del) Bertschy, who are no longer with us, once encouraged me (in the very early 1970's), to become an expert in one area of the hobby. Though I didn't exactly follow their advice it is my suggestion to you. It is always better to have a complete collection of one thing than to have partial collections. My advice to the beginning, as well as advanced collector, is to collect the best condition numismatic item you can afford. The romance and history of all numismatic collectibles makes coin collecting the fascinating hobby we all love so dearly.

On behalf of the Central States Numismatic Society, I want to thank the American Numismatic Association and in particular President Kenneth E. Bressett and the U. S. Mint and its Director Philip N. Diehl, for the donation of 10,000 coin collector starter kits. Five thousand kits went to Indianapolis and the other 5000 to Milwaukee. The 5000

kits at Indianapolis were dispensed to coin clubs and given out at the June,1996 Indiana State Numismatic Association convention. The kits in Milwaukee will be utilized at the forthcoming Milwaukee CSNS conventions and also given out to coin clubs and upcoming Milwaukee Coin Collecting Merit Badge Clinics.

We have 38 CSNS member clubs in our 13 state region. It would be nice if we could get more CSNS member clubs in our region. Does the coin club you attend belong to CSNS? If not, why don't you ask the club to join. We have great benefits and the dues is only $8.00 with no initiation fee. If your club doesn't belong and they have an annual coin show, you are missing a free coin show listing in *The Centinel*. As reported in my last message we have about 1,900 members. I urge all of you to sign up one new member during the coming year. Yours in numismatics . . .

John Wilson
President

A Message from the Secretary

Jerry Lebo

As this is being written, I'm getting ready for our fall CSNS board meeting early in September at Homewood, Ill., a south suburb of Chicago. Because of our publishing schedule, we won't be able to report details of the meeting until our winter issue. The Homewood meeting was being conducted in conjunction with the Illinois Numismatic Association's show.

Site selection was to be one of the topics for our September board meeting. We did a survey of dealers during July, asking their preferences for cities that our spring convention should visit. Despite the added expenses of doing shows in Chicago, the Windy City came in first overwhelmingly. Milwaukee was second, Indianapolis third, Cincinnati fourth and Minneapolis fifth.

There was lesser support for Cleveland, Columbus, Detroit, Kansas City and Louisville. Keep in mind the returns reported here represent an overall view. Certainly there was support among some dealers for all of the aforementioned cities. Surprisingly (at least to me) was the fact only a couple dealers asked why we did not include St. Louis on the list of 10 cities we asked them to rank. St. Louis was omitted from the list because of our most recent experience with that city's convention center. We had to cancel plans to have the 1988 convention in St. Louis because the convention center would not make a contractual commitment far enough ahead of time.

I learned second hand that one dealer said some of the mail he gets from CSNS would fall into the "junk mail" category and is promptly trashed. Perhaps one man's treasure is another man's junk, but I can't think of any mailing from CSNS that I would place in the latter grouping. In addition to the quarterly Centinel, our mailings en masse during the past year or so have consisted only of two surveys (one to the general membership, the other to dealers), dues statements and the election ballot.

There have been some selective mailings, most notably bourse applications to dealers and follow-up letters to dealers whose returned bourse applications contained the names of individuals who are not CSNS members and must join if they want to work a booth at the spring convention. I found out about the "junk mail" comment from somebody whose name appeared on a bourse application. He screamed bloody murder when he had to join at the Kansas City convention and pay the $25 late penalty in addition to regular dues. He hadn't been told in advance he could join early and avoid the penalty. That's because the aforementioned dealer apparently trashed my letter notifying him that the people on his bourse application weren't members.

Elsewhere in this issue of *The Centinel* is a list of individuals who have won the society's Medal of Merit and its best-of-show awards for exhibiting. Our list dates back to 1955 for exhibiting and 1953 for the Medal of Merit. Does anybody have information about the exhibit winners of 1972? Does anybody know if these awards were given prior to the commencement dates listed above?

If you have additional information to make this list more complete, please contact me at the address listed in the front of *The Centinel*. Otherwise, enjoy looking over the list. You will find names from the past who are now legends in the hobby. There also are names of people with whom I am not familiar but who undoubtedly were prominent during their active years.

Current plans are for CSNS to become a little more visible at other shows. To that end, we also plan to have courtesy tables at several state conventions yet this year and at the ANA show next spring in Cleveland.

We set up at the Indiana State show this past June in Indianapolis where we gave away collector starter kits. These went to individuals at the show as well as various clubs who responded to a letter we mailed advising them of the kits' availability. These kits were developed by the U.S. Mint and made available through the American Numismatic Association. The response was outstanding. We gave away 5,000 kits. Thanks to the ANA and the Mint for making the kits available, and, of course, to ISNA for making space available and helping with the giveaway.

Our summer issue of *The Centinel* contained a typo in the treasurer's report. Total expenses were printed as $9,435, but should have read $49,435. The "4" was dropped somewhere along the line, probably at the printer. The figure was correct (I checked my backup) as it left my hands on a computer disk.

Your secretary-treasurer has a new computer. It replaces a six-year-old unit that had plenty of miles on it and was in need of several hundred dollars worth of repairs. Thanks to my son, Brent, for setting up the software. If I had to do it, I'd still be reading the manuals.

In the preceding issue of *The Centinel*, I mentioned several former CSNS presidents were in attendance at the Kansas City convention: Ray Lefman, Marjorie Owen Hendershott, Ralph Hardman and John Cain. I was later reminded that Kurt Krueger also was there. So, too, were Leon Hendrickson and, of course, our most recent past president, Kevin Foley. If any other past presidents were in attendance, I didn't see them. Sorry for the oversight. No offense intended.

Once again Howard Linville will serve as general chairman of our spring convention next April in Indianapolis. It is co-hosted by the Indiana State Numismatic Associationand the Indianapolis Coin Club.

Howard served as general chairman of the CSNS conventions at Indy in 1988 and

1994, so we know we're in good hands. Yours truly is the assistant general chairman, but more or less on a standby basis. As in 1994, Fran Lockwood will be exhibit chairperson and hubby Ray, who's also a CSNS governor, will handle the publicity. Likewise, Howard's better half, Charlotte, will take care of the hotel and banquet arrangements.

Marv Mericle will be bourse chairman. Marv is a former CSNS governor who also was bourse chairman for the CSNS fall convention in Fort Wayne in 1991. George Courtesis, the long-time Indiana State treasurer, will be the finance officer.

George and Joan Heller will take care of the tours. Both have been active in local numismatics. George recently served two years as president of the Indianapolis Coin Club. Roy Maines will chair the educational programs. Rick and Letha Martin will supervise the registration area as they have so adequately at past CSNS conventions in Indy.

DON'T WAIT UNTIL THE LAST MINUTE to make hotel reservations. We won't be the only convention in town. Keep in mind hotels were booked solid a month before the 1996 Kansas City event.

Here is a list of hotels near the Indianapolis convention center, along with their phone numbers (all area code 317): Embassy Suites (host hotel) 236-1800; Marriott 635-4443; Holiday Inn 631-2221; Hyatt Regency 632-1234; Westin 262-8100.

Jerry Lebo

Secretary - Treasurer

In Memoriam

The Board and membership of the Society join in extending our heartfelt condolences to the family and friends of the following member who passed away recently.

R 3030 Norman Junkins .....Mount Vernon IL

Membership Applications

The persons named below have applied for membership in the Society. Each applicant will become a member in 30 days, unless a written objection to his or her application is received by the Secretary-Treasurer prior to that date.

REGULAR MEMBERS

7405	Robert J. Weinstein	.....Chicago, IL
7406	Harry L. Kilgore	.....Columbia, MO
7407	Cathy Hadd	.....Colleyville, TX
7408	Jim Goaziou	.....Indianapolis, IN
7409	Janita Poe	.....Chicago, IL
7410	Remy Bourne	.....Minneapolis, MN

LIFE MEMBERS

611 Tom McCarroll ..... Birmingham, AL
613 Numismatists of Wisconsin ..... Mazomanie, WI
614 Roger J. Szymanski ..... Milwaukee, WI
615 John L. Schuch ..... Sacramento, CA

LOST MEMBERS

Can you help the secretary find them?

Lee Block ..... Great River, NY
Donn Pearlman ..... Skokie, IL
Mike Pratali ..... Spring Valley, CA
Michael Schiller ..... Green Bay, WI
Mary Beth Schiller ..... Green Bay, WI
Eric Steinberg ..... Fort Lauderdale, FL
Josh Terrill ..... Mauldin, SC

Future CSNS Conventions

1997—April 10–13 ..... Indianapolis, Indiana
Marvin Mericle 219/749-2539

1998 – April 22–26 ..... Milwaukee, Wisconsin

1999—April 22–25 ..... Milwaukee, Wisconsin

Would You Like To Submit An Article To *The Centinel?*

The Central States Numismatic Society welcomes articles related broadly to numismatic themes. All of the material contributed will be entered in competition for the Elston Bradfield Literary Award for the best article to appear in *The Centinel.*

Articles from contributors less than 18 years old are entered in competition for the Daniel Parker Literary Award. Articles are to be typed. You may also submit a copy on a disk, identified with the name and version of software used. If disk is submitted, double-spaced printout must accompany disk. Articles should contain accurate information. Clear photos or drawings to help illustrate your subject can be submitted.

In addition, authors are compensated at a rate of roughly five dollars per 100 words.

If you have a piece you'd like to submit for possible publication, contact the editors — Jim and Karen Jach, P.O. Box 21766, Milwaukee, WI 53221, phone 414/281-4687.

A look at past award winners

The following is a list of past winners as shown in our current records. If anybody has additional information, please contact the secretary, whose address is published in the front of The Centinel.

EXHIBIT BEST-OF-SHOW WINNERS

1953: R.S. Yeoman - Milestones of History - 500 BC to Date
1954: James W. Curtis - Articles Used as Money During 2000 Years
1955: P.W. MacKay - Orders and Decorations
1956: Harry Boosel - U.S.
1957: Maurice Burgett - Colonial and Continental Fractional Currency
1958: Dr. J.H. Littman - World Mint Errors
1959: Mr. and Mrs. Lamar Davis
1960: Robert T. McNamara - Plaster of paris cast of commemorative medals
1961: George Hatie
1962: Ralph M. Parker - Gold
1963: August P. Hausske - U.S. Coins
1964: Julius Turoff - U.S. Coins
1965: Art Lovi - American Type Coins
1966: A.M. Dinder
1967: Irving Moskowitz - Gold
1968: Marion A. Meyers - Lincoln Medals
1969: Maurice Burgette
1970: Victor W. Lentz - Maundy Money
1971: Louis M. Reagan
1972: ??
1973: Jack Huggins Sr.
1974: Lelan Rogers - U.S. 18th Century Coin Types
1975: Marjorie M. Owen - The Famous Educational Series
1976: Michael B. Scacci - Paper Money
1977: Sam Whipple - Selected British Gold Coins: Edward IV - Elizabeth II
1978: Edwin E. Brauer - Type Set of American Gold Coins
1979: Chris Wilken - Odd and Curious Moneys of China
1980: Nancy Wilson
1981: Martin J. Delger - Specimen Set of U.S. Fractional Currency and Related Items
1982: Vicki Klausch
1983: John Wilson - Type Set of Second Issue U.S. Fractional Currency
1984: Irene Neidinger - Canada Commerative Gold
1985: Nancy Wilson
1986: Robert Kutcher
1987: Gene Hessler - Seven by Six
1988: Col. Joseph Boling
1989: Steven R. Taylor - Seven Ways to Collect Federal Reserve Notes
1990: Hank Jungbluth
1991: Gene Hessler - Bank Notes

1992: James H. Marrinan - Irish Coins and Tokens
1993: Robert Kutcher - Gold Coins
1994: Raphael Ellenbogen - Proof, Essay and Specimen Notes
1995: Jack Huggins Jr. - Walking Liberty Half Dollars
1996: Robert Kutcher - Denarii of Septimius Severus

MEDAL OF MERIT WINNERS

1953: Earl C. Brown
Lillard W. Culver
Paul H. Ginther
Glenn B. Smedley
James W. Curtis
Richard S. Yeoman
1954: Elston G. Bradfield
1955: James Hurlbut
Lewis M. Reagan
1956: I.C. Ebling
Clyde L. Grimm
1957: I.T. Kopicki
Ray Fiscus
1958: Burton H. Saxton
James Kelly
Harold L. Bowen
1959: Dr. F.S. Epps
Lee F. Hewitt
1960: Paul E. Olson
E.G. Gerber
1961: Arthur Rutz
August Hausske
D. Wayne Johnson
Carmen Baum
Chester Krause
1962: Sol Kaplan
1963: Ray O. Lefman
Harry X Boosel
1964: C.A.M. Smith
Arlie Slabaugh
1965: Ray Jonda
George D. Hatie
1966: Ben Stocker
1967: Leo G. Terry
1968: Phillip J. More
C.E. Shroyer
1969: A. Kosoff
Lewis S. Werner
1970: Betty K. Ebert
Max L. Kaplan
1971: None
1972: A.P. (Del) Birtschy
1973: Oliver Hornton
1974: David Shapiro
1975: Ralph D. Hardman Jr.
1976: Daniel C. Parker
Jack Klausen
1977: Marjorie Owen (Hendershott)
1978: Bink Stevenson
1979: Marian Yeoman
Tillie Boosel
Betty Lefman
Dorothy Cooper
Wanda Parker
Suzanne Berk
1980: Helen Sedo
1981: None
1982: Larry Roe
Donald Hudson
1983: Leonard Owen
Kurt R. Krueger
Michael Kolman
1984: Cliff Mishler
1985: Kevin Foley
1986: John Cain
1987: Marilyn M. Douglas
1988: Leon Hendrickson
Ruhama Hendrickson
Robert E. Douglas
1989: None
1990: Sophie A. Podufaly
1991: None
1992: Robert Kutcher
1993: Numismatic News
1994: Indiana State Num. Asn.
Indianapolis Coin Club
1995: None
1996: Florence Schook

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The following is an excerpt from "Frederick Earl Fankhauser, "The Penny Man", His Life and Work With Encased Coins" by Bryan G. Ryker, originally published by the Token and Medal Society (TAMS), a non-profit organization. Copies of the complete 80-page work, which catalogs the 673 known pieces with values, may be obtained for $7.50 by writing to TAMS at P.O. Box 951988, Lake Mary, FL 32795. The author would enjoy hearing from other collectors or curious readers. He may be reached via e-mail at encased.coins@juno.com, or by mail at 1808 Grey Birch Road, Fort Wayne, IN 46804.

Earl Fankhauser "THE PENNY MAN"

by Bryan G. Ryker

One warm mid-west summer day in 1965, a stern-looking but kind-hearted grandfather threw several hundred pennies out onto the lawn. The air was full of excitement as his grandchildren impatiently awaited his signal. With an intent look betrayed only by the gleam in his eye he shouted "Go!" and the yard was full of screams and giggles.

On this particular day in Fort Wayne, Indiana, a blond-haired seven-year-old girl named Christy found twelve shiny pennies. Thrilled with what she had gathered, she ran off to a nearby tree to count them. Today that little girl is my wife. Her grandfather was Earl Fankhauser, "The Penny Man," whose prolific work in the 1950s and 1960s with encased coins has made his name almost synonymous with encased coins of that period. This story traces his life and passion for selling encased coins.

If you hunt you can still find them at antique shows and flea markets. You probably

remember seeing them from various businesses in your home town when you were a kid. Encased cents, or as many people call them, "lucky pennies," are a reflection of the past.

Each encased coin conveys a sense of the era in which it was made. Five and six digit phone numbers bring to mind a time when all out-of-town calls went through an operator. Pieces advertising "Your Milk Man" and "Your Double Cola Man" reflect a period when home deliveries were common, along with corner mom-and-pop grocery stores. It seemed as though everyone knew each other in town.

There are many myths about Earl and his "lucky pennies," but little is known about him outside Fort Wayne, Indiana, where he lived his entire life. To those who lived with him, Earl was just an ordinary sort of fellow -- with a few eccentricities. To those who only know of him through collecting his pieces, he is a bit of a mystery.

Who was this fellow whose name appears on so many different encased coins? What was he like? What drove him to do it? And how were his pieces made? These are but a few of the questions explored here, beginning with the arrival of the first Fankhausers in the United States.

THE FANKHAUSERS ARRIVE

Earl's grandfather, Andreas Fankhauser, left Buchwald, Germany, to seek his fortune in Australia's gold rush. Not having any luck there, he moved on to the United States in 1888. Eventually he made his way to Fort Wayne, a city rich in history dating back to the frontier days.

Fort Wayne was named for the fort built there in 1794 by General "Mad" Anthony Wayne to fend off Indians. It is known as the "Summit City" because it is situated on a divide. The rivers on the east flow to Lake Erie, and just nine miles west the Little Wabash River leads to the Mississippi. Fort Wayne quickly became an important center for fur trade, because of the short portage for travelers going from Quebec to New Orleans.

From 1832 to 1882 the town's character began to change due to the construction of the Wabash and Erie Canal. The massive project attracted large numbers of German and Irish immigrants. By the time Earl's grandfather arrived, the town was nearly 80% German. It is not hard to see why at that time Fort Wayne was known as "a most German town."

Earl's grandfather liked Fort Wayne so well that he sent for his family. His wife, Sara Wegscheider, and their youngest son, Paul Frederick "Fritz" Emil Fankhauser, arrived in the United States in 1889. Sadly, within a year of their arrival Andreas died, leaving Sara and Fritz alone in a new country, neither one able to speak English.

Neighbors gave them milk occasionally, and they gathered coal from the railroad tracks to heat their home. They owned half a dozen chickens and two roosters and they grew their own food. For several years they practically begged their existence.

At age thirteen Fritz quit school and got a job carrying ice for a grocery store to support his mother. Later in life he blamed his poor health and arthritis on the years he spent hauling ice. In June of 1901 Fritz married Margaret "Maggie" Holland and on

April 5, 1902 they had their first child, Frederick Earl Fankhauser, "The Penny Man." After Earl came a girl and three other boys.

In 1907 Earl's father took a job repairing railroad cars for the Pennsylvania Railroad Company. This lasted fifteen years until there was a general strike in 1922, and Fritz was never recalled to work. Shortly thereafter Earl's mother developed cancer. She passed away in 1927, when Earl was just twenty-five.

Even though Earl's father never finished school, he managed to teach himself to read and write English. He enjoyed reading, but he liked liquor better, especially in later years when his arthritis got bad.

HARD BEGINNINGS

Earl grew up poor and lived much of his life that way. Like his father, Fritz, he never finished high school, quitting after the eighth grade. He preferred to fish and spend time with friends.

For a while Earl took a job in a machine shop as an apprentice. Later he went to work for Pennell Auto Company, repairing Fords and earning $15 per week. Throughout his life Earl loved cars, especially Fords. He was a Ford man.

Earl Fankhauser at about 11 years old.

Later Earl transferred to Shaffer Auto Company and then started up a garage with a friend. Soon it became apparent their business was making too little money to support both men, so Earl sold his share. He worked for a Cadillac dealer for a while, and then went back to Pennell Auto, this time as a salesman. He sold used and then new cars for Pennell from 1922 to 1924, at age twenty-one to twenty-three.

About this time Earl became interested in coins, primarily pennies. As treasurer for Centennial Methodist Church, he counted the coins in the collection plates on Sundays. Whenever he saw an Indian head cent in the plate, he swapped it for a new one.

While working at Pennell Auto Earl met Audrie Dessie Coomer, a farm girl from Payne, Ohio. Audrie had come to Fort Wayne to study secretarial skills at the International Business College. In 1924 cars were very much the rage, and not everyone had one. Audrie was swept off her feet by young, attractive Earl, who not only had his own car, but also sold them for a living. To a farm girl, that was mighty impressive!

Audrie discovered early on about Earl's love for practical jokes. She and a few friends were out for a ride in the country with Earl one day when his car appeared to develop engine trouble. Earl persuaded the young women to get out and push. After a good shove, the engine began to run just fine and Earl rode off without them.

After a brief engagement, Earl and Audrie were married on June 17, 1924. They had a simple wedding in Earl's parent's home.

In 1925 Earl left Pennell to start a used car business with another friend. It only lasted a few years. Earl's partner left early to start up a tire dealership. Then a new Ford dealership moved into the building next door. Finally the Great Depression hit, and Earl eventually had to close down.

Audrie Dessie Coomer and Frederick Earl Fankhauser on their wedding day.

In 1926 Earl and Audrie's first child, Frederick Earl "Junior" was born. A year later the child developed a severe case of diarrhea from some spoiled corn stored too long in the family's ice box. Unable to stop the diarrhea, "Junior" died during the summer of 1927.

The 1930s brought three healthy children to Earl and Audrie. Yet, the decade was an extremely difficult period for the young family. They lost most of their money through various failed business attempts. Without a steady source of income, Earl eventually moved his family in with his father and his sister, Lucille.

On a calendar, Earl and Audrie recorded his weekly earnings, often just a quarter one week and fifty cents the next. Even though his family was desperate, Earl would not let Audrie get any welfare help. Nor would he accept a job with the WPA. Because of his proud German heritage, he refused to take a handout.

In 1936 the local schools had a program to aid malnourished children hit hardest by the depression. A limited number were sent to camp where they received food and medical attention. Earl's children were all so thin that the two who were old enough to be in school were both selected. Afterward Earl and Audrie sent their children to Audrie's parent's farm in Ohio, where at least they would have adequate food.

In Fort Wayne, businesses were closing everywhere. With so many businesses failing, insurance companies were canceling the fire insurance on any building left vacant more than six months. Landlords were glad to have any kind of tenant just to hold onto their properties.

In this environment Earl found someone willing to let him have a storefront on Harrison Street for a percentage of his earnings. For a year or so Earl sold furniture and antiques there. With a sign in the window he also advertised "OLD COINS BOUGHT AND SOLD."

At that time there were no coin dealers in Fort Wayne. People were more than willing to sell their old coins and bills for anything above face value, and Earl picked up many bargains. But with the hard times, he could not afford to keep them.

Even after Earl closed his antique store he continued selling antiques from his home, from where he conducted shows periodically. His dining room was so full of antiques and breakables there was hardly enough room to walk through it. It made living there difficult for everyone.

Earl especially liked crystal, glassware, and marble top furniture. He was known for his fine pieces of carnival glass. Earl knew what things were worth and was willing to wait for top dollar. This persistent trait kept him from doing much business.

He also stored a lot of things in his garage. When the roof developed a leak, he never bothered to fix it. At one point, hundreds of cylinder records and a few players were ruined. Earl was not a handyman. He lost a lot of things that way.

To save money during this time, Earl got into the habit of not heating his home. For years the family lived with only a minimal amount of heat. One of the children remembers bringing a pan of hot water upstairs to their bedroom one night and finding it completely frozen in the morning.

Their last child, Daniel Coomer Fankhauser, was born in 1940. Tragedy struck Earl's family again in the winter of 1943 when Danny came down with the whooping cough, which later developed into pneumonia. At that time there was a shortage of doctors due to World War II. Earl and Audrie called the same doctor who delivered their other children years earlier. The doctor was retired and had not kept up with his profession. He failed to prescribe penicillin for Danny. By the time the family called someone else, it was too late. Danny died at home in January of 1944.

The Fankhauser Family in about 1942.

The family did not finish paying for Danny's birth until after he died. Many times they could not keep up with their bills, but they always paid them eventually.

In 1942, Earl got a job working for Wayne Pump Company, and for the first time his family had a steady source of income. As a general laborer Earl unloaded presses, stacked parts, and did light assembly work. The pay was good at $50 per week, but he hated being in the factory. Earl preferred selling and making deals.

As a result, Earl led a sort of double life. He worked in the factory during the day, and then at night he would go out wheeling and dealing. Deal making consumed essentially all of his free time.

He would get home from work, dress up, and within an hour be on a bus headed for downtown. He would leave between 3:30 and 4:00 and return by 8:30 or 9:00, unless it was lodge meeting night. Then it would be 9:30. Earl attended lodge meetings faithfully, and worked his way up to the 32nd degree in the Masons.

Those who only saw him after work may have had the impression he was a bachelor banker or a businessman. He was not proud of his job in the factory and never discussed his private life with anyone. Whenever he was out selling, Earl always dressed well and kept a neat appearance. He usually wore a blue suit, which accented his bright blue eyes. He was a fairly large man, and by the mid-1940s a little overweight and balding.

Once Earl took up selling something, he never really stopped. He just added it to his

repertoire. Eventually he was involved in selling just about anything and everything, besides doing his regular job at Wayne Pump. He was copying photographs, selling insurance, needles, cars, real estate, antiques, coins, stamps, and eventually *encased coins* too.

ENCASED COIN DAYS

Encased coins were "invented" near the turn of the century after the discovery of aluminum. Aluminum was the perfect metal for encasing coins since it was inexpensive, strong, and could be formed easily in a coining press.

Encased coins were an inexpensive form of advertising. They were very popular with small businesses. Some people used them as calling cards. Others were made up as souvenirs or to commemorate an event.

The popularity of encased coins grew throughout the first part of the twentieth century. But once World War II began, the private coining industry stopped production to support the conservation of metals for the war effort. After the war ended, they resumed.

Encased coins were marketed primarily through traveling salesmen who sold various advertising novelties from catalogs. Encased coin manufacturers bought advertising space in these catalogs. Salesmen ordered the custom-made pieces directly from the manufacturer.

The sales pitch went something like this: "People don't throw away money, so they will keep your advertising piece. With the horseshoe and good luck wording on the back, people will carry your piece in their pocket as a good luck charm, and they will have a constant reminder of you. Encased coins are made of metal, so they will last a long time. You can even have them made up as key rings if you wish."

We may never know exactly how Earl first got started selling encased coins. Perhaps he saw one at a coin show and became interested, or maybe he met one of those salesmen. However it happened, in 1948 Earl began his adventure. In that year he had two pieces made for himself, and began taking orders for others from various businesses around town.

Earl started out slowly at first, but before long he was selling far more encased coins than anyone else in the country. He took the concept to new heights. Unlike other novelty salesmen, encased coins were the only advertising pieces Earl sold.

Selling encased coins was a labor of love for Earl. It matched his personality and life-style perfectly. It allowed him to work with coins and to keep a hand in doing what he enjoyed most, selling things and making deals with people. Always looking to draw attention to himself, it gave him a sort of notoriety about town. He was "The Penny Man."

Earl was prolific. Over a span of eighteen years he took orders for more than 670

different encased coins, most of which he had his name added to at the bottom. His work spanned 29 states and the District of Columbia, plus Ontario and Quebec, covering 134 towns and cities. He sold them to car dealers, barber shops, political candidates, shoe stores -- anyone who would listen. The table below shows how many different kinds of encased coins Earl had made each year, based upon the date of the coin inside.

Earl Fankhauser in about 1952.

HOW MANY DIFFERENT KINDS OF ENCASED COINS EARL FANKHAUSER HAD MADE BY YEAR

1948	12	1954	38	1960	70
1949	0	1955	34	1961	51
1950	2	1956	32	1962	44
1951	0	1957	49	1963	73
1952	23	1958	34	1964	85
1953	61	1959	42	1965	21

For Earl's family, trips around town with Earl were always more lengthy than they otherwise would have been. Whenever they were out, Earl would interject, "Stop here a minute -- I need to go see a man." He was making contacts all the time.

While not everyone appreciated Earl's attempts to sell to them, most say he was "medium pushy" in a friendly sort of way, and never rude. He used a standard manila order pad with numbered sheets and carbon paper you moved forward each time. He would walk up with his order pad in hand and start talking, and sometimes might even begin writing. He would point out how a person like you really should have their own personal encased coin, and then ask how many it was you wanted. If you declined he would act surprised, but would not push the issue.

If you did order, Earl required payment in advance. He typically charged $12.00 for 100 pieces, and extra if you wanted something other than a cent in the middle. It was also more if you wanted a horseshoe shape or a large round encasement, or if you wanted your pieces punched as a key chain. Most customers just ordered the standard 32 millimeter round piece with a cent inside. The following table lists the number of special orders Earl took.

EARL'S SPECIAL ORDERS

DESCRIPTION	QTY
encased Belgium 2 franc piece	1
encased Panama centesimo	2
encased Canadian cent	17
encased Jefferson nickel	7
encased Mercury dime	1
encased Roosevelt dime	1
encased Canadian dime	1
large (35mm) round encasement	9
horseshoe encasement	2
punched as a key chain	6

Earl used to pass out post cards with his name and address on them. Whenever he saw an old customer he would ask if they needed any more "lucky coins," as he called them, and hand them a post card to reorder with. He often sold encased coins in exchange for goods or services. If he couldn't get cash, he bartered for shoes for the family, eyeglasses, haircuts -- whatever he could get to make a sale.

Throughout the years Earl had a number of pieces made for himself with his name on them, which he passed out freely. He often left encased coins as tips at restaurants and gave them to prospective customers to stimulate their interest. He especially liked giving them to children.

His personal pieces did not always advertise his business. In fact, three of them were not encased coins at all, but rather solid aluminum pieces. Two personal pieces wished friends the season's greetings. Another wished sick friends a speedy recovery.

Pennies were always a part of family gatherings whenever "The Penny Man" was there. The grandchildren could count on getting some encased cents from Grandpa. They all loved getting them, but found the pennies awfully difficult to break out! (Of course, they never let Grandpa know.)

At family reunions, cousins remember hunting for snails along the riverbank at Earl's prodding. They would bring them back to Earl and exchange them for encased cents. He also liked giving away plain pennies at family outings. His penny hunts on the lawn were always a big hit. The child who found the most usually won a whole roll of pennies.

Earl picked up new pennies in bulk directly from the bank. After holding onto them for a few years, he took out ads in Coin World newspaper and sold them by the roll, usually at a huge mark-up. He liked selling pennies because even if he got just two cents each for them, he would double his money.

Earl had another, more personal reason for liking pennies. They had Abraham Lincoln's likeness on them. Earl had a life-long fascination with Abraham Lincoln, and thought of Lincoln as his role model

Throughout his life Earl collected books on Lincoln. He lived just blocks away from the largest private collection of Lincoln memorabilia in the world, at the Lincoln National Life Insurance Company. He planned vacations around visiting various Lincoln historical sites across the country. Earl's grandchildren remember being rewarded for reading books on Lincoln and memorizing portions of speeches and various facts about Lincoln's life. It was only natural for Earl to take a strong liking to Lincoln cents.

In 1953 or 1954, Earl came up with the idea of signing each encased coin he sold. He started by putting his initials "F.E.F." right in the inscription. They appear on just six of his pieces.

Soon afterward, he started putting his full name and address at the bottom in tiny letters. Earl was unique in this regard. No other encased coin salesman "signed" the pieces he sold. As a result, Earl's name is well known today among collectors throughout the United States and Europe.

Early form of Faukhauser's "signature," with his initials "FEF" right in the inscriptiou.

Enlargement of Faukhauser's "siguature."

Earl might have gotten the idea from an encased coin he had in his collection. It was made by the Osborne Coinage Company for the Stork Club in New York City. The encasement is brass, and along the bottom edge it says: "OSBORNE COINAGE CIN. O." in the same tiny letters Earl used.

Since Earl was a very private individual, many things will never be known about him. Perhaps his most closely guarded secret was where his encased coins were made. Theories abound on the subject. Most collectors believe Earl had his own press and made them himself. Others believe he teamed up with a local tool and die maker. It is said (incorrectly) that Earl and his partner also made Fort Wayne's bus tokens. People closest to Earl believe he ordered them from a company in Chicago.

Earl probably started many of these rumors himself. He didn't want any competition, and he didn't want his customers going directly to his source of supply. Even his own son never was able to get a straight answer from Earl about where he got them from.

It was the Stork Club piece with the small lettering at the bottom that provided the clue. Upon contacting the Osborne Coinage Company, they acknowledged they had been Earl's source of supply. Unfortunately, two years before the author made this discovery, Osborne threw away all their dies and records on encased coins. This is especially sad, since Osborne would have had a complete record of every piece Earl ordered and information on how many of each were produced. A search of the Osborne facility in 1990 uncovered two dies made for Earl that escaped their clean-up.

By Osborne's standards, the encased coin business involved a lot of customers for little money. Making the dies required skilled engravers. It was tough to keep the price low enough on "small" quantities. Encased coins were only a minor part of their business. Osborne began making encased coins before World War II and stopped four or five years after Earl quit selling them. Osborne must have felt the loss of Earl's business, since Earl had been giving them nearly two orders a week at the time he quit!

Osborne marketed their encased coins through the Advertising Specialty Group, which published a three inch thick catalog of advertising novelties, including matches, pens, calendars, inexpensive imprinted items, and printed material. Along with the catalog, the Advertising Specialty Group also put on one or two shows per year.

Due to the vast number of pieces Earl had made with his name on them in the 1950s and 1960s, some collectors mistakenly call all encased coins made by Osborne during that era "Fankhauser pieces." They say Earl's pieces have a certain look about them, not knowing that Earl's source also made encased coins for many other salesmen.

A SLICE OF LIFE

Earl was the fastest walker you ever saw. But when it came to driving, you would not want to be behind him in traffic. He knew the timing of every traffic light in town and would often shift into neutral and coast, however slowly it took to hit the next light just as it turned green. When parking, he enjoyed turning the ignition switch off as far away as possible and gliding into his spot. He hated to use his brakes. He believed good drivers didn't use their brakes, because it wasted gas and wore out the pads.

He was frugal about small things. He never let the water run. He was fanatical about

turning off the lights whenever he left a room. Years of barely scraping by had made Earl mindful of how to conserve.

In spite of his many tight-fisted habits, Earl was generous to friends and strangers. Visitors to his home were treated like royalty. They found it difficult to leave without having something to eat. Typically they would be offered a 7UP float and then Earl would break out the candy. He had an insatiable sweet tooth. He especially enjoyed taking people out for a malt, a treat he consumed quite often himself.

Earl Fankhauser's home

Sometimes Earl's hospitality was overcome by his mischievous side. His son-in-law recalls visiting Earl with a friend from college. Earl offered them some pop, and they both accepted. Every time his friend's glass was nearly empty, Earl refilled it. As his friend began to squirm, Earl remarked, "I thought you were thirsty?" Pretty soon everyone caught on, and by the end of the afternoon his friend had finished nearly a case of eight ounce bottles.

Earl loved spicy food. His pork chop sandwiches were famous. In his backyard was a large iron kettle in which he stewed ribs and pork chops for days, soaking them in a mixture of red pepper and tobasco sauce. He liked to see how hot he could get them. The family actually became used to eating them that way, but friends would take one bite and run for something to drink. Even the family, though they loved them, could only tolerate one or two bites at a time.

Earl loved offering his spicy pork chop sandwiches to unsuspecting people. Then he would try badgering them into eating two or more if he could. During one such episode Earl spied a friend who, when he thought no one was looking, wrapped his pork chop sandwich in a napkin and tucked it into his pocket. Earl noticed of course, and asked, "Gee, didn't you like that sandwich?" Embarrassed, his friend replied, "No, I'm just saving it for later."

Earl and Audrie enjoyed finding bargains and giving things away. They often went to the neighborhood A&P grocery store late on Saturday night and bought up any expiring bread available. They liked sharing with numerous shut-ins, whom they visited regularly.

Earl had post office box number 362 in Fort Wayne ever since he started dealing in coins. He shared it for a time with Arthur Magner, a friend who worked at the post

office. Earl used to spend a lot of time there, buying stamps and making friends with the postal workers.

He started buying stamps by the sheet in the 1940s, putting them aside with the hope of making money over time. It turned out to be a terrible investment. After keeping them for years and years, they weren't worth much more than what he had paid for them.

One day Earl showed up at a meeting of the Anthony Wayne Stamp Society with some stamps that caught everyone's attention. Some fifteen years earlier he had lost 60 sheets of commemorative stamps somewhere in his house. Then one afternoon, while rummaging through his attic, he came across a brown envelope with a board in it. Wondering why he had stored a board in an envelope, he opened it to find his long lost stamps. The heat and cold of 15 summers and winters welded the 60 sheets into a stiff, solid mass.

The story hit the local paper and Earl became the talk of the town. Many people wrote in to help Earl figure out how to separate the stamps. The challenge was to get the glue to stay on the right side. Suggestions poured in, ranging from ironing them apart to fumigating them with various solvents. In the end Earl sold the board as-is to another collector.

Earl was one of those fellows that things would just happen to. He gained more notoriety another day after attending a stamp club meeting at Fort Wayne National Bank. Before leaving, he decided to look through his safety deposit box where he kept his plate blocks of stamps. He took his time in the private viewing room, as was his nature, and ended up being locked in the bank.

After making several calls from inside, he eventually reached the bank president. The president tried to persuade Earl to sleep on one of the benches in the bank because the whole building was wired. But Earl wouldn't have it. The photo below, entitled "Operation After Hours," made the front page of the paper. It shows the assistant vice president unlocking the door to let Earl out.

Earl Fankhauser locked in the bank.

Another newspaper article told the story of how one afternoon Earl's wife helped him into the wrong tan gabardine coat as they were leaving an event at the YMCA. By the time Earl got to their car he discovered the error. They rushed back to find his coat gone. They left their name at the desk and went home with the wrong coat.

The next day a man returned to the Y with the wrong coat. He was sent to Earl's house only to find the coat Earl had was not his either, nor did he have Earl's. The newspaper went on to say yet another coat with the same label was hanging unclaimed at the Y at the time the article was being written. The article closed by saying, "So there are at least four topcoats involved in the switcheroo. Fankhauser is still optimistic about getting his coat back. It had a lucky coin bearing his name in the pocket."

Earl had quite a sense of humor and loved to tell jokes. He was famous for his short, one-liners. He could always think of some quip to get people laughing. Often he would answer the phone with something offbeat, like "County Jail" or "Joe's Bar." He loved to tease people and play practical jokes. There was never a dull moment when Earl was around.

Earl had a large collection of paper money that included two uncut sheets of one dollar bills. Most people at that time had never seen an uncut sheet of bills. Earl enjoyed telling everyone he had been offered a Cadillac for the rarer of the two sheets, but turned it down.

One day Earl noticed there was a policeman he had not seen before out on the street. He knew most of the members of the police department, and quickly concluded the fellow was a rookie. For fun, Earl brought out one of his sheets of uncut bills and began to examine it where he was sure the new officer would notice. The new officer did notice, and immediately began to question Earl about it. Not getting a comfortable feeling from Earl, the young officer called in a police cruiser to bring Earl downtown for further questioning.

After a few phone calls to local coin dealers and many apologies from the policeman, Earl insisted they give him a ride back home. Earl got a big kick out of being dropped off at his house in a police car, but Audrie thought it was terrible.

Earl delighted in the give-and-take of negotiating. He always had to feel he got a bargain, or he would not buy. It did not matter to him whether an agreement was reached, so long as he had a good time at it. He never accepted anyone's first price. His friends in the coin business quickly figured him out, and left themselves plenty of negotiating room. Likewise on the selling end, he was a tough negotiator. Earl had several desirable pieces of paper money and some good coins to sell, but he wanted top dollar for them.

Living a rather public life with encased coins and coin collecting had its consequences. Earl was always afraid of being robbed. His children remember that whenever they went on vacations, the family kept their plans a secret until they returned. They felt they had to sneak away, not telling anyone where they were going or when they would be back.

Earl was one of the founding members of the Old Fort Coin Club in Fort Wayne. The club started up in 1956. Earl served as Program Chairman in 1958 and as Vice President in 1959. He was also a charter member of two other organizations. Fankhauser joined the Token and Medal Society (TAMS) at the outset in 1960, and had membership number eight. He was also charter member number fourteen of The Elongated Collectors (TEC), founded in 1966.

LATTER DAYS

In 1957 Earl was struck with a very severe case of the shingles. He was 55 years old and had hardly been sick a day in his life. Afterward, he was never completely well again. The disease kept Earl out of work at Wayne Pump for nearly a year. He recovered enough to go back into work for a few weeks and then retire early.

There was a little mix-up when he left Wayne Pump. Earl told them he was quitting, and nearly lost his pension. The mistake was later corrected and Wayne Pump let him leave with a normal retirement package.

Retirement gave Earl more time to pursue his hobbies, and he kept busy traveling throughout the country. He and Audrie enjoyed riding the train to major coin shows in the Midwest and visiting various Lincoln historical sites. When traveling by car, he liked stopping at businesses along the way to try to get more lucky penny orders. He also enjoyed visiting the banks to see what coins they had.

Then in 1960 Earl developed Parkinson's disease. This slowed him down considerably. Over the next several years the shaking gradually became worse until eventually he had to give up going to coin shows.

Earl quit selling encased coins in 1965. That year he only took eight orders. He ended the way he began, with a piece made for himself. He had his last piece made with the "new" postal zip code on it.

Technological advances in the 1960s impacted the advertising novelty business in a big way, and encased coins were among the casualties. The Bic Pen Company developed an inexpensive ball point pen, an instant advertising marvel. Of even greater significance, printed advertising material of all sorts became much more affordable with the introduction of off-set photo lithography. Printers no longer had to hand set every letter, significantly reducing the labor involved.

The whole tone and culture of the United States was changing as well. In the age of long hair and psychedelic rock music, encased coins were not "hip." By the end of the decade, encased coin advertising pieces went the way of fins on cars, malt shops, and gas guzzlers.

Parkinson's disease affected Earl so strongly that he was not the same man. One local coin dealer who first met Earl in the mid-1970s described him as mild and easy going, not aggressive at all! Friends from the stamp club nicknamed him "Old Shaky."

Earl kept his sense of humor and mischief though, in spite of his failing health. His grandchildren remember being rewarded generously for learning to say the alphabet backwards as fast as they could forwards and for doing other fun things. He also compensated them for trying new foods and for eating prunes. Like many of his generation, Earl believed good health was intricately linked to the bowels.

Earl was happiest when he had one of his grandchildren in his lap. He loved to tickle kids and get them laughing. Family members remember how his whole face would light up when they brought over one of the little ones.

Even when Earl and Audrie were hardly able to get around themselves, they continued to visit shut-ins whenever they could. Audrie eventually became bedridden herself with cancer, and passed away in September of 1981.

Then in 1983, while Earl was on his deathbed in a nursing home, the thing he feared most happened. Someone broke into their home and stole his entire collection of gold pieces and other coins. None of it was ever recovered. The family never told him. On June 14, 1983, this colorful man passed away quietly. He died of pneumonia and was buried three days later on June 17, the fifty-ninth anniversary of his wedding to Audrie.

The tremendous variety of encased coins Earl Fankhauser sold during his lifetime has provided collectors with a wealth of pieces to hunt for and enjoy. Happy hunting!

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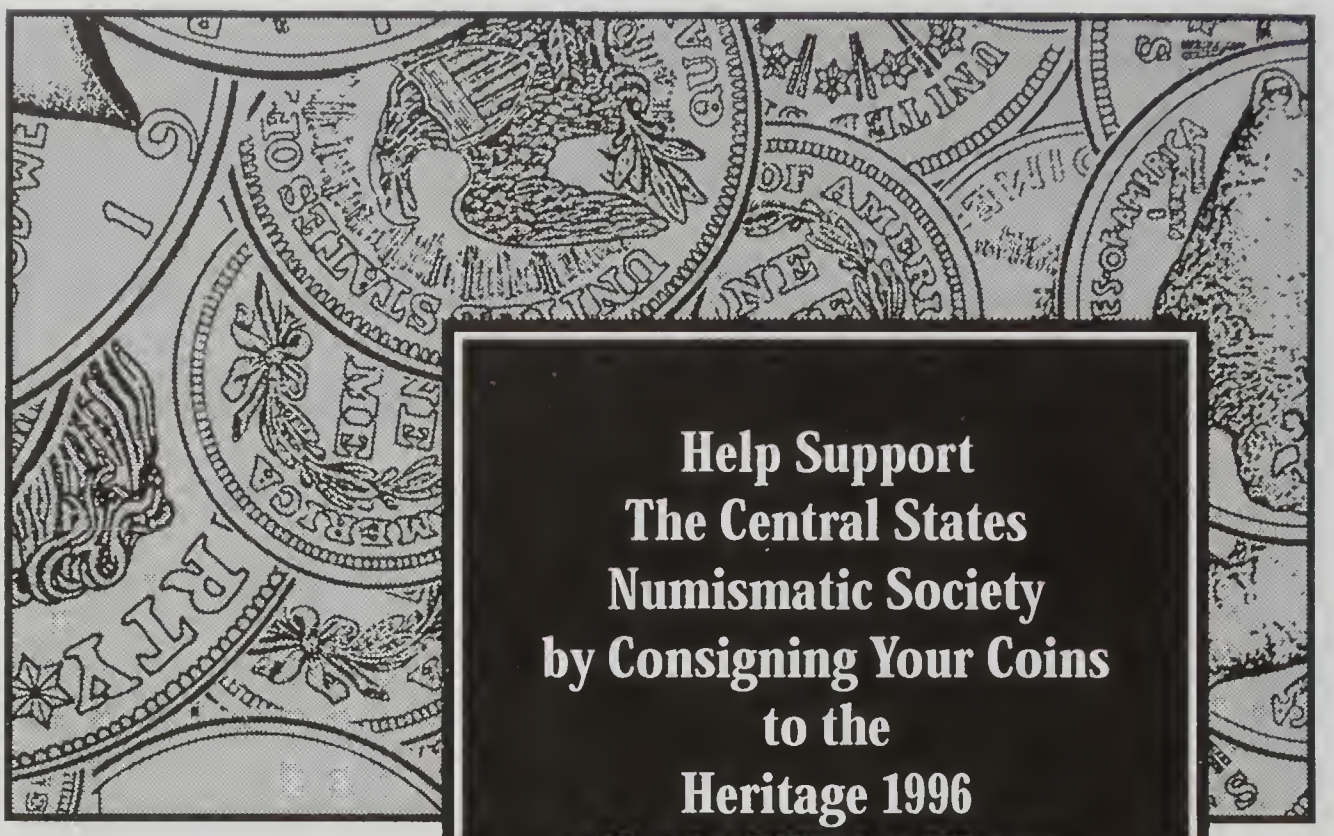

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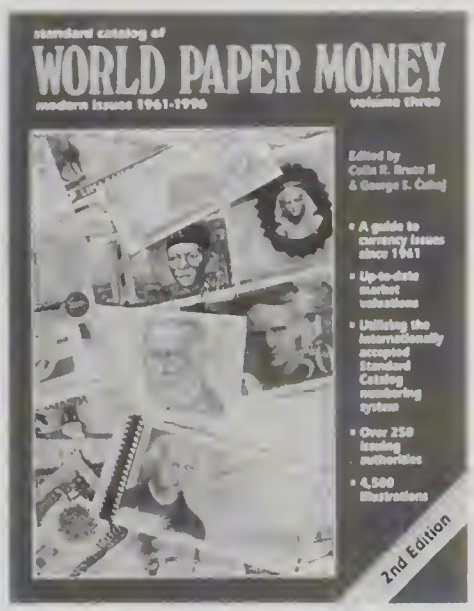
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From Afghanistan to Zimbabwe, *Standard Catalog of World Paper Money, Vol. III* organizes the issues alphabetically by country while also including an index for issuing authorities and bank names. The index is followed by a comprehensive and well detailed "How To Use This Catalog" section including terminology commonly referred to in the hobby. Also included are a grading guide and a foreign exchange table. *Standard Catalog of World Paper Money, Vol. III* utilizes the internationally accepted Standard Catalog numbering system.

Included in each description are a catalog number, denomination, issue date, color, description of the main design elements of the note, printer abbreviations, and valuations in up to three conditions.

Standard Catalog of World Paper Money, Vol. III is edited by Colin R. Bruce II and George S. Cuhaj.

Bruce is senior editor of the Numismatic Catalog Division at Krause Publications and has been a cataloger for the division for more than two decades. He is also an avid collector of world paper money.

Cuhaj is a past computer systems operator at the American Numismatic Society and catalog production manager at Stacks/Coin Galleries. He has been a collector of coins and paper money for 20 years.

The *Standard Catalog of World Paper Money, Vol. III (modern issues 1961-1996)* can be purchased from numismatic book dealers or directly from the publisher for $32.95 plus $3.25 shipping for the first book and $2 for each additional book ordered.

Write Krause Publications, Book Department QER1, 700 E. State St., Iola, WI 54990-0001. Charge card customers can order toll free: (800) 258-0929, Dept. QER1.

AMAZING HOARD OF ANCIENT ROMAN DENARI

Due to a fortunate purchase by the Jonathan K. Kern Co. ancient department we can now offer again our very popular Roman Empire denari portrait gallery. These ancient Roman silver denari (singular denarius) were struck during the height of the Roman Empire from 69 to 235 AD. The Roman Empire stretched from Scotland to Arabia, from Morocco to Poland, from Germany to Egypt, and the Mediterranean was known as the "Roman Lake." It was an empire like the world had never known and has not known since. Dozens of aspiring generals and tyrants like Justinian, Charlemagne, Napoleon, and Hitler tried and failed to recreate the Roman Empire. All roads lead to Rome. When in Rome do as the Romans do. About every third word in the English language had its start in Roman Latin. Liberty on U.S. coins is usually shown wearing or holding a Liberty cap which the Romans used to designate a free person. The Mercury head dime is named after the Roman messenger god. The fasces on the reverse is a symbol of Roman justice. The Roman Empire was the birth culture of the Christian religion. All one has to do is visit modern Rome now and look at the Colosseum built by Vespasian, the triumphal arch of Titus, Trajan's Column, and the Forum of Trajan. These are 2,000-year-old ruins which represent only a small fraction of the awe inspiring grandeur of this amazing civilization.

The average weight is about 3.5 grams of good silver. They were hand struck with the reverse die embedded in an "anvil" of log cross section and the obverse die was held and struck with a hand sledge hammer. These silver jewels were struck in massive quantities to fuel the economic needs of a vast thriving empire, and indeed as this hoard demonstrates, the oldest denari in the hoard passed from hand to hand for over 125 years before being buried. They were struck by hand engraved dies by skilled artists known as celators. The portraits of all the different Roman emperors and their family members are like a portrait gallery of miniature silver busts, or like a precious metal three dimensional photo album. The reverse dies were also carefully engraved, usually to depict all the gods, goddesses, heroes, and nymphs of Roman mythology. Other reverse commemorated military victories, religious or political events, or just plain propaganda.

The silver denarius was also the power base by which Roman emperors maintained the loyalty of their legions. These paid professional legionnaires, though proud to be part of the Roman army, were just as happy serving a rival claimant to the Imperial Purple if he happened to have a more generous war chest overflowing with denari. All through the reigns of Nerva and all the other Adoptive emperors the standard pay of the legionnaire was 300 denari a year.

Just by handling these treasures of the past one can almost hear the drums giving a cadence to the tromp of the Legion's advance and the trumpets signaling the charge against the enemy lines! But after the battles are over and the paymaster has distributed the denari to the surviving legions what happened then? For a denarius a

1. Nerva, 96-98 AD, Fine . . . . . $69.

2. Trajan, 98-117 AD, VF . . . . . $79.

Roman could buy 12 large loaves of bread, or 24 small loaves. A serving of table wine (probably watered, which was acceptable) cost an as, or 1/16 of a denarius. Vintage wine cost 1/4 a denarius a serving. In the Holy Land an amphora of olive oil from Galilee cost one denarius. A bunch of grapes or 10 figs cost an as, or 1/16 of a denarius. An ox sold for 100 denari, and a calf 20 denari, and a ram 8 denari, and 5 sparrows cost 1/8 denarius. It could cost a trader 10,000 denari to lease a ship (galley). A scribe, a highly educated man, earned 12 denari a week. He ate and drank for 4 denari a week, and his clothing also cost 4 denari a week (he must have dressed quite well because a commoner could buy sackcloth clothing which would last years for only 4 denari).

THE ADOPTIVE EMPERORS: COINAGE OF ROME'S ZENITH

The English historian Edward Gibbon termed the second century A.D. the "happiest age in history." Between 96 and 180 A.D., the Roman Empire was ruled by a series of capable emperors. After the assassination in A.D. 96 of Domitian, the last of the Flavian emperors, the Senate chose one of their own members, the elderly **Nerva**, to succeed to the throne. To secure the support of the army, the new emperor adopted the general **Trajan** as his son and heir in A.D. 97. This adoption set a precedent, for the next four emperors—**Trajan, Hadrian, Antoninus Pius,** and **Marcus Aurelius**, would come to the throne as the adoptive son of their predecessor. Under these "adoptive emperors," the Roman Empire would reach the zenith of its power and prosperity.

In A.D. 98, **Trajan** became emperor upon the death of **Nerva**. Under **Trajan**, the Roman Empire underwent its last significant territorial expansion. After two campaigns (A.D. 101-102 and 105-106), **Trajan** annexed the Kingdom of the Dacians (modern Romania). In the Forum of Rome, there still stands the awe inspiring column of **Trajan** depicting the military campaign against the Dacians in detail as over 2,500 figures spiral upward around the 125 foot height. In A.D. 105, the Kingdom of the Nabataeans was converted into the Roman province of Arabia Petraea. In A.D. 114, a dispute with Parthia led **Trajan** to annex Armenia and invade Mesopotamia. In A.D. 116, Mesopotamia was declared a Roman province. However, rebellions in the East, including those of the Jews, forced **Trajan** to retreat. He died in A.D. 117 before he could resume campaigning in the East. Before his death, **Trajan** named his adopted son **Hadrian** as his heir.

The reign of **Hadrian** was one of consolidation. The new emperor gave up **Trajan's** eastern conquests—Armenia regained its former status as a Roman vassal state. Other frontiers were strengthened. In Britain, the wall he built to defend against the Scottish tribes is still to be seen. **Hadrian** spent most of his reign outside of Italy, touring the provinces to see first-hand what were each territory's needs. **Hadrian** married a grand niece of **Trajan's** named **Sabina,** but they had no children, so in A.D. 136, **Hadrian**

3. Hadrian, 117-138 AD, VF . . . $79.

4. Sabina, died 137 AD, Fine . . $69.

adopted a certain L. Ceionius **Commodus**, who took the name **Aelius** Caesar, as his son and heir. However, the death of **Aelius** in A.D. 138 compelled **Hadrian** to designate a new heir, **Antoninus**. In turn, **Hadrian** compelled **Antoninus** to adopt **Lucius Verus**, the son of **Aelius**, and a nephew of **Antoninus**, Marcus Annius Verus, renamed **Marcus Aurelius**. **Hadrian** died later that same year.

The reign of **Antoninus Pius** (A.D. 138-161) was notable chiefly for its tranquility, although in Britain a new defensive line north of Hadrian's Wall was built to keep the Scottish tribes further at bay. His wife, **Faustina Senior**, died in 141 A.D., so the vast majority of her coinage was commemorative in nature. Also notable was the long apprenticeship of **Marcus Aurelius**, who was named Caesar in A.D. 139. He married a daughter of **Antoninus Pius** and **Faustina** in 145 A.D. She is known to history as **Faustina Junior**. By the time of the death of **Antoninus** in A.D. 161, **Marcus** was thoroughly prepared to assume the burdens of office. As it turned out, they would prove to be considerable.

Upon his accession, **Marcus Aurelius** elevated his adoptive brother, **Lucius Verus,** to the position of co-emperor. **Marcus**, however, was clearly the supreme authority. **Lucius** married the eldest daughter, **Lucilla**, of **Marcus** and **Faustina Junior** in 164 A.D. **Marcus** was to spend much of his reign on campaign. Invasions of German tribes from the north and of Parthians from the east bedeviled the empire. Plague, brought back from the east by the army in A.D. 166, swept the empire (a second wave of plague carried **Lucius Verus** away in A.D. 169). Despite these shocks, **Marcus** was able to restore order on the eastern frontier and was poised to annex territories on the northern frontier at the time of his death A.D. 180. **Marcus** was succeeded by his son **Commodus**, thus breaking the pattern of succession through adoption, and with the accession, Rome's greatest era came to an end.

Commodus proved to be a despot who became quite insane. **Commodus** thought he was the god Hercules, and he is depicted as Hercules on a number of his coins. He would enter the arena himself to fight gladiators and wild beasts. There were several plots against him, one of which involved his sister **Lucilla**, whom he put to death. **Commodus'** wife **Crispina** was banished early in his reign and later executed. **Commodus** was eventually assassinated Dec. 31, 192 A.D. and the Roman Empire entered an era of anarchy.

5. Aelius, Caesar, 136-138 AD,
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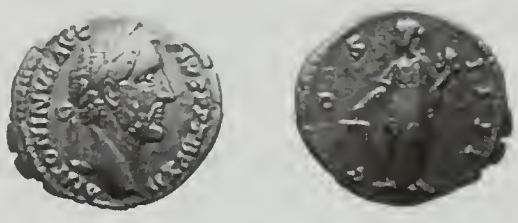
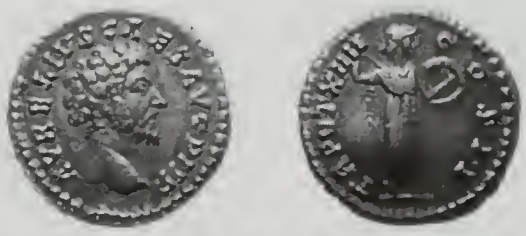


6. Antoninus Pius, 138-161 AD,
VF . . . . . $59.

7. Faustina Senior, died 141 AD,
VF . . . . . .$59.



8. Marcus Aurelius, 161-180 AD,
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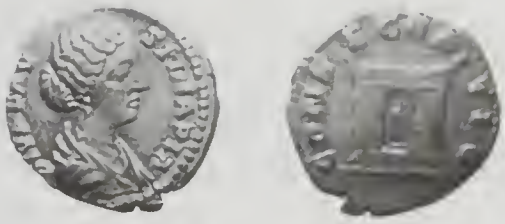
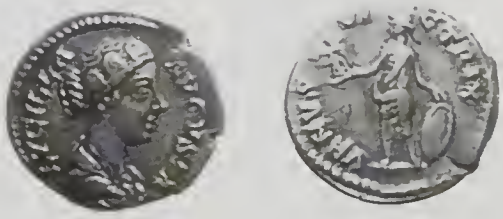


9. Faustina Junior, died 175 AD,
VF .....$59.

10. Lucius Verus, 161-169 AD,
VF .....$89.



11. Lucilla, died 182 AD,
VF .....$69.

12. Commodus, 177-192 AD,
VF .....$69.

13. Crispina, died 183 AD,
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Central States – The Sales Tax Picture

by Diane Piret

Recently we have been working with dealers in Michigan on achieving a sales tax exemption for coins and precious metals. John Abbott (Abbott's Coinex), Pat Heller and Allan Beegle (Liberty Coin Service) have spearheaded this effort and have been able to come a long way in a very short time.

Rep. John Jamian sponsored the bill (HB 4857) and has been a tremendous help in moving this legislation through the House. Ohio dealer (and former ICTA Chairman) Tom Noe traveled to Lansing to help answer legislators' questions in the April committee meeting which focused on the exemption bill. Tom has a great deal of experience from his involvement in the successful Ohio effort some years ago. From his personal experience, Tom was able to impress upon the Michigan legislators that Michigan is losing business to its tax-exempt neighbor, Ohio.

On May 16 the bill was voted out of committee with many Michigan dealers and ICTA Industry Affairs Director, Diane Piret, present and prepared to testify. Though the bill is out of committee, it was not scheduled to go to a full House floor vote before the summer recess.

Dealers all across Michigan have been extremely responsive when called upon to contact their legislators, and the fact that this bill has gotten so far so fast is due to a lot of hard work by all. Rep. Jamian, in a meeting held after the committee vote on May 16, stressed that the calls to legislators were clearly responsible for the positive vote and actually caused some legislators to change a scheduled "No" vote to a "Yes."

We are currently working to get the bill up for a full House vote in September, and contacting those legislators is crucial. If the bill is voted on favorably in the House, it then will go to the Senate. Educating the legislators and the Governor as to why this exemption is beneficial to both local dealers as well as the state will be essential for moving this bill forward.

The "three musketeers" – Abbott, Beegle, and Heller – have worked tirelessly in developing relationships with key legislators. In addition, Pat Heller did some serious "number crunching" and prepared important charts and graphs demonstrating the positive economic impact this exemption would have. The "whatever it takes" attitude of these dealers has included personal family health challenges as well as John "Andretti" Abbott's 100 mile per hour race to the airport. (This is NOT a recommended activity! But I did make my flight – although just barely!)

If we are successful in achieving this exemption in Michigan, efforts can then focus on some of the other states within the Central States group. Most likely Indiana would be next. It is disturbing that of the 13 states comprising this group, only three currently have exemptions (Ohio, Illinois and North Dakota). Besides Michigan, the non-exempt states include Indiana, Wisconsin, Minnesota, Kentucky, Nebraska, Missouri, South Dakota, Kansas and Iowa. As states become increasingly aggressive in their revenue collection efforts, these exemptions become very important for the economic health of shops and shows in the state.

If we are unsuccessful in Michigan, it will be much harder to work in the other states. Please call John Abbott (810) 644-8565 or Pat Heller and Allan Beegle (517) 351-4720 to find out how you can help get this exemption become law. Your individual letters and phone calls often make the difference between "Yes" and "No" votes.

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The 1996 ANA Summer Conference: A Family Vacation

by Lis Family

For the past three years we have taken a family vacation at the ANA Summer Conference. The tradition started when our son, Akio, received a YN scholarship to attend the 1994 conference. This year, there was a record attendance of over 200 students, including a number of other families from around the country taking the opportunity to spend family time together by attending the conference.

We arrived on Saturday in time for a buffet lunch at the dorm, and a trip to the Colorado Springs Coin Club Show. The latter is an annual event that coincides with the first weekend of the Summer Conference. Later in the afternoon the dedication of new exhibits took place at the ANA Money Museum. There was a great deal of renovation of the display area in preparation for the anticipated crowds due in August as part of the ANA Annual Meeting in Denver. New displays included "Financing the Civil War", "Numismatics and the Olympic Games", "Religion in Numismatics", "History Through Coinage", and "Building a National Currency - Japan 1868-1899" (last year's 'Best of Show' by Joseph E. Boling). Also on permanent display are the 1804 silver dollars, and the Bebee paper money collection. The day ended with the convocation ceremony with ANA President Ken Bressett, and the first of the Bull Sessions, "Ask the Experts", with Ken Bressett, Richard Doty, Gene Hessler, and Robert Hoge.

J.P. Martin, Ken Bresset & Bob Campbell at ANA Summer Conference.

For the YN's, the late night activities included a organizational meeting to plan for the YN Auction held on Wednesday. The proceeds from this auction go to fund YN scholarships to the next Summer Conference. The YN's collect consignments and donations, produce an auction catalog, supervise lot viewing, and run the auction. All of this is done in four days, while attending classes, and mandatory evening activities.

Sunday is probably our favorite part of the week. The ANA Library Book Sale begins in the morning, with participants lining up after breakfast (7:30 AM) for the opening of the doors at 10AM. This year we were second in line, and able to get some relatively good books for both Akio and the Omaha Coin Club YN Library. Unfortunately, Akio was busy working the consignment table for the YN Auction.

The first class sessions began after lunch. This year Akio was able to take "Coins of the Mexican Revolution: 1913-17", Leonard took "Byzantine Coins", and Winnie took "Detection of Counterfeit and Altered Coins". This is one of the benefits of the course schedule - most people can find something to fit their interests. Akio, and Leonard tend to prefer courses about foreign and ancient coins. The classes are smaller, and lend themselves to a seminar style of presentation, and the chairs are more comfortable. Winnie prefers more detail-oriented courses. In adiition to the courses we took, 'Art of Engraving', '2001 Years of British Coinage', 'Advanced Coin Grading', 'America's History as Told by Its Coinage and Currency', 'Ancient Greek Coinage', 'Civil War Numismatics', 'Coin Photography', 'Coins of the Ancient World', 'Coins of the Holy

Land: Ancient to Modern Times', 'Flying Eagle, Indian Head and Lincoln Cents', 'The Modern Minting Process and How Errors and Varieties Are Created', 'US Bust and Liberty Seated Coinage', 'US Coin Grading', and 'United States Paper Money' were also available. During the firsy session, Ken Bressett sat in for parts of both the Byzantine Coinage, and Coins of the Holy Land courses.

The rest of the week was mainly spent in the pursuit of knowledge through the course work (YES - THERE CAN BE HOMEWORK!), and the informal BULL SESSIONS. Topics such as Byzantine coins, SBA errors, Thomas Jefferson, cherrypicking, authentication, and 'Money Talks' were covered in an informal setting. Optional adult activites included tours of Cripple Creek, the Flying W Ranch, Royal Gorge, the Broadmoor Hotel and Resort, and Pike's Peak, and a chance at star gazing with a Colorado College faculty member. Required YN activites included miniature golf, a tour to Pike's Peak, and hiking in the 'Garden of the Gods', while the non-required included a water baloon fight. In addition, we can all make use of the ANA Library and Money Museum. Akio was able to spend some time in the ANA Library researching Russian coins, etc.

The highlight for Tuesday afternoon, was the "Art of Engraving" Students' Exhibit and Reception. After two previous summer's work, the engraving students' medals were minted by the Gallery Mint and exhibited.

YN Auction

On Wednesday evening, the YN Auction was held. This is partially a numismatic auction and partially a charity event. There is a greater tendency to overpay, especially on donated items. This year, the auction raised over $15,000 (a new record) for YN shcolarships to next year's conference. Sonny Henry, the auctioneer, did everything he could to get this record, even selling the shirt off his back (and more!). There is photographic evidence of what a good sport Sonny was! It was also appropriate that James Taylor, ANA Education Director, was named a Krause Publications Numismatic Ambassador during the auction.

The weeklong festivities ended with an optional trip to the Denver Mint in the afternoon. This year's Denver Mint tour included a trip to the mint floor, a chance to talk to some of the workers, and the opportunity to touch mint produced minor and major errors before they were destroyed. For the rest of us, the afternoon was a chance to present research papers, and learn from other members of the class. The evening's dinner was a 'picnic' buffet on the green. The last Bull Session turned out to be a demonstration of a portable mint by Ron Landis and Joe Rust of the Gallery Mint. Pewter medals and errors were produced to order.

All and all, we all had a great time, learning and socializing as much as we could. We recommend that anyone seeking to expand their numismatic horizon attend this conference. You may find it addictive. We also recommend this as a good vacation for family bonding, and as a way for YN's to try their independence in a relatively controlled environment.

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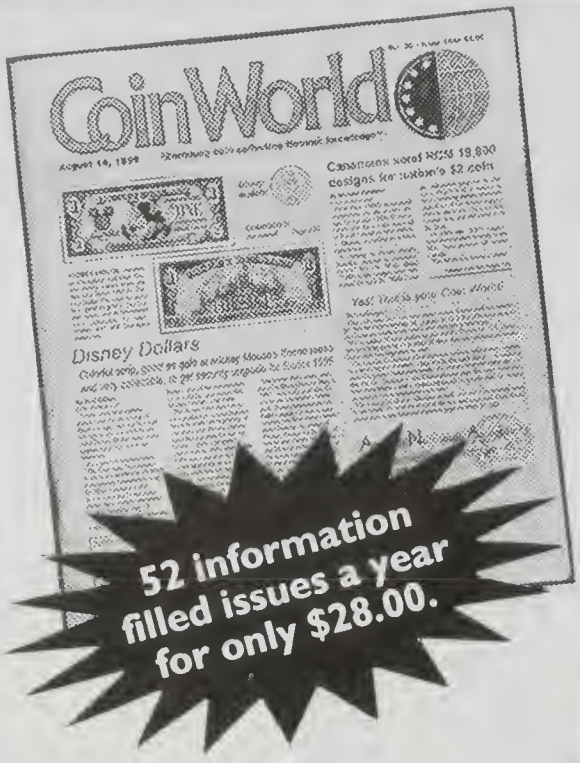

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Club News

The Waukesha (Wisconsin) Coin Club has commissioned an elongated cent to celebrate their 27th Annual Coin Show.

The elongated cent, the sixth in a series, has a rendition of the club's logo as its central design.

Anyone interested in purchasing a sample of the 1992, 1993, 1994 or 1995 elongated cents should send a stamped, self-addressed envelope with 50 cents per coin to:

Waukesha Coin Club, 1912 Laura Lane, Waukesha, WI 53186-2808

Also available are a limited number of sets consisting of 1, 5, 10 and 25 cent elongated coins (the 10 and 25 cent pieces are on 90% silver coins) from 1991, 1992, 1993 and 1994. Anyone desiring one of these sets should send $5.00 per set to the above address.

Coin Grading Course Precedes M.O.O.N. Coin Show

An intensive three-day, six-session grading course is being offered in Bloomington, Minnesota, to anybody who wishes to increase their knowledge, confidence, and satisfaction with the numismatic hobby. An authenticator and teacher from the ANA School of Numismatics, J.P. Martin will lead the seminar.

The classes will be held on October 30, 31 and November 1, immediately followed by the annual M.O.O.N. Coin Show on November 2-3. Both events will take place at the Holiday Inn International Airport Hotel, 3 Appletree Square, Bloomington.

The course is being offered through the Minnesota Organization of Numismatists (M.O.O.N.) at $159.00 per person. For further information you may call (507) 289-5099 or write:

Jerry Swanson, P.O. Box 565, Rochester, MN 55903

COIN INVESTOR'S MONTHLY

Former coin shop owner Wayne Hohndorf announces the publication of the *Coin Investor's Monthly* newsletter. This publication provides a new way of looking at coin investing. Unlike many publications, *Coin Investor's Monthly* does not accept advertising of any kind. Our recommendations are impartial and will not be influenced by advertisers.

This publication has a section for each coin denomination providing the most recent news effecting the market, explanations of our recommendations, and an analysis of sleepers. Along with our top 10 list of recommended coins, we provide a power rating for each coin listed.

For over 25 years Wayne Hohndorf, the editor, actively collected and invested in coins. He is a member of various numismatic organizations, including several years of service as president of the Omaha Coin Club. He also owned a successful coin shop which he recently sold.

Anyone may obtain a free sample copy of the newsletter by writing to: *Coin Investor's Monthly*, P.O. Box 4511, Omaha, NE 68104-0511. Subscriptions are $14.95 for one year or $26.95 for two years.

Show Calendar

Show Chairmen are invited to send announcements of upcoming coin shows in the Central States region. The Show Calendar is intended to assist collectors and dealers in planning their show attendance. It is also designed to aid show sponsors in avoiding date conflicts. Show dates will be listed up to 12 months in advance and show sponsors are encouraged to submit dates for future shows through December, 1997. Please include the city where the show will be held, official name of the show, show dates and location, as well as the name, address and phone number of the show or bourse chairman. Send to Jim or Karen Jach, P.O. Box 21766, Milwaukee, WI 53221.

1996 SHOW CALENDAR

INDIANAPOLIS, INDIANA — OCTOBER 6

Indianapolis Coin Club Fall Firehouse Show, Wayne Township fire station, 5401 West Washington Street, Indianapolis, IN. David Reid, 1690 South 900 East, Zionsvillle, IN 46077. 317/769-6564.

LOUISVILLE, KENTUCKY — OCTOBER 11-13

Kentucky State Numismatic Association's 36th Annual Coin Show, sponsored by the Kentucky State Numismatic Association and Louisville Coin Club, Executive Inn, 978 Phillips Lane, Louisville, KY 40213. Harry Tileston, P.O. Box 43744, Louisville, KY 40253-0744. 502/244-2555.

SALINA, KANSAS — OCTOBER 12-13

Salina Coin Club Show, 4-H Building - Kenwood Park. Carl Adrian, P.O. Box 1111, Salina, KS 67402. 913/827-9766.

ROCHESTER, MINNESOTA — OCTOBER 13

Rochester Coin Club's 35th Annual Southern Minnesota Coin Show, Radisson Plaza Hotel, 150 South Broadway, Rochester, MN. Jerry Swanson, P.O. Box 565, Rochester, MN 55903. 507/289-5099.

MILWAUKEE, WISCONSIN — OCTOBER 18-20

Milwaukee Numismatic Society 62nd Anniversary Show, MECCA Convention Center, 4th and Kilbourn, Milwaukee, WI. Annette Tramte, 2368 S. 59th St., West Allis, WI 53219. 414/541-7028.

CEDAR RAPIDS, IOWA — OCTOBER 19-20

Iowa Numismatic Association's 58th Annual Show, Sheraton Inn, 525 33rd Ave. S.W., West of I-380 at 33rd Ave. Exit, Cedar Rapids, IA. Cedar Rapids Coin Club, P.O. Box 2277, Cedar Rapids, IA 52406.

BRADLEY (KANKAKEE), ILLINOIS — OCTOBER 20

Kankakee Coin Club Fall Festival Coin Show. Ramada Inn Hotel, 800 N. Kinzie Ave. (Illinois Rt. 50), Bradley, IL. Michael B. Doran, c/o KCSSCC, P.O. Box 150, Bradley, IL 60925-0150. 815/937-4409.

ELGIN, ILLINOIS — OCTOBER 27

Elgin Coin Club 34th Annual Coin Show, VFW Post 1307, 1601 Weld Road, Elgin, IL. Harold Hunt, P.O. Box 651, South Elgin, IL 60177.

BLOOMINGTON, MINNESOTA — NOVEMBER 2-3

Minnesota Organization of Numismatists Annual Show, Holiday Inn International Airport Hotel, Three Appletree Square, Bloomington, MN. Richard Townsend. 507/288-0322.

KENOSHA, WISCONSIN —NOVEMBER 3

Kenosha Coin Club 38th Annual Show, Kenosha Union Club, 3030 39th Ave., Kenosha, WI. Jerry Binsfeld, P.O. Box 191, Pleasant Prairie, WI 53158. 414/843-2321.

1997 SHOW CALENDAR

MUNCIE, INDIANA — JANUARY 19

Muncie Coin Club 40th Annual Coin Show, Ball State University, Student Center-Cardinal Hall, 2200 University Ave., Ray Saylor, P.O. Box 1184, Muncie, IN 47302. 317/288-0371.

RACINE, WISCONSIN — MARCH 2

Racine Numismatic Society's 59th Annual Coin Show, Racine Marriott Hotel, 711 W. Washington Ave., Racine, WI. Jerry Binsfeld, P.O. Box 191, Pleasant Prairie, WI 53158. 414/654-6272.

MARION, INDIANA — MARCH 23

Marion Coin Club 39th Annual Show, Grant County 4-H Fairgrounds, State Highway 18 East, Marion, IN. Ray Lockwood, P.O. Box 93, Marion, IN 46952. 327/664-6520.

CHICAGO, ILLINOIS — APRIL 4-6

Chicago International 22nd Annual Coin Fair, Sheraton Chicago Hotel and Towers, 301 East North Water Street, Chicago, IL. Kevin Foley, P.O. Box 573, Milwaukee, WI 53201. 414/282-2407.

INDIANAPOLIS, INDIANA — APRIL 10-13

Central States Numismatic Society's 58th Annual Convention, Indiana Convention Center, 100 S. Capitol Avenue, Indianapolis, IN. Marvin Mericle, 219/749-2539.

MILWAUKEE, WISCONSIN — APRIL 17-19

South Shore Coin Club's 33rd Annual Show, The Grand Milwaukee Hotel, 4747 S. Howell Avenue, Milwaukee, WI. Annette Tramte, 2368 S. 59th St., West Allis, WI 53219. 414/541-7028.

KENOSHA, WISCONSIN —MAY 18

Numismatists of Wisconsin 37th Annual Convention, sponsored by Kenosha Coin Club, Kenosha Union Club, 3030 39th Ave., Kenosha, WI. Jerry Binsfeld, P.O. Box 191, Pleasant Prairie, WI 53158. 414/843-2321.

MILWAUKEE, WISCONSIN —JUNE 27-29

MidAmerica 16th Annual Coin Expo. The Wisconsin Center, East Exhibit Hall, 500 W. Kilbourn Ave., Milwaukee, WI. Kevin Foley, P.O. Box 573, Milwaukee, WI 53201. 414/282-2407.

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